

UNION COUNTY SUMMARY – 2008

	DIRECT IMPACT	INDIRECT IMPACT	INDUCED IMPACT	TYPE SAM MULTIPLIER	TOTAL IMPACT
OUTPUT	\$368,386,163	\$37,985,363	\$70,005,004	1.2931	\$476,376,530
LABOR INCOME	\$180,062,978	\$12,145,695	\$17,725,674	1.1659	\$209,934,347
EMPLOYMENT	3,979	375	611	1.2478	4,965
TOTAL IMPACT OF HEALTH CARE INDUSTRY — LOCAL RETAIL SALES					\$60,5442,036
MEDICAID EXPENDITURES					\$98,237,131
NUMBER OF MEDICAID ELIGIBLE					24,075
FEDERAL TRANSFER PAYMENTS					\$497,248,000

- In 2008 it is estimated that Union County's health care industries produced over \$368 million in direct output revenue and contributed an additional \$107 million (indirect and induced) in health care goods and services for a total dollar output value that can be attributed to health care industries of \$476 million. The Output multiplier (1.2931) shows that for every \$1 in revenue produced by health care industries and additional \$0.29 was generated in the county's economy.
- Health care industries paid in wages and benefits to its employees over \$180 million (direct) and contributed an additional \$29 million (indirect and induced) for a total labor income that can be attributed to health care industries of \$209 million. The Labor Income multiplier (1.1659) shows that for every \$1 paid in wages/benefits paid to health care industry employees produced an additional \$0.16 in other wages/benefits throughout the county.
- In 2008 health care industries employed an estimated 3,979 (direct) and generated an additional 985 (indirect and induced) full/part time workers for a total work force that can be attributed to health care industries of 4,965. The Employment multiplier (1.2478) shows that for every 1 worker employed in the health care industry, an additional 0.24 workers are employed in the county's work force.
- In 2008, county total personal income and gross retail sales data show that approximately 28% of personal income generated was spent in local retail stores. Using this retail sales capture ratio of 28% it is estimated that the \$209 million paid to health care and support employees generated over \$60 million in local retail sales. Not all retail sales are taxed by the state or local governments. However, one can assume that much of the \$60 million generated by retail sales would be subject to both state and county taxes – generating additional revenue.

UNION**2008**

Population	193,255
Area Sq. Miles	637
Persons per square mile	303
Number Employed	74,052
Unemployment Rate	5.7%
# of Industries	240
# of Households	66,825
Per Capita Income	\$30,500
Median Household Income	\$62,478
Total Personal Income	\$5,894,227,000
Gross County Retail Sales	\$1,699,810,000
Local Retail Sales Capture Ratio	28.84%
Federal Medical Transfer Payments	\$497,248,000
Number of Medicaid Eligibles	24,075
Medicaid Expenditures	\$98,237,131

HEALTH SECTOR	DIRECT IMPACT	INDIRECT IMPACT	INDUCED IMPACT	TYPE SAM MULTIPLIER	TOTAL IMPACT	ESTIMATED RETAIL SALES GENERATED
Pharmacies, Health and Personal Care Stores						
Output	\$26,191,292	\$2,461,117	\$4,401,604	1.2620	\$33,054,013	
Labor Income	\$11,869,389	\$750,027	\$1,162,334	1.1611	\$13,781,749	\$3,974,458
Employment	376	21	38	1.1566	435	
Home Health Care Services						
Output	\$12,656,752	\$888,732	\$2,601,684	1.2758	\$16,147,168	
Labor Income	\$6,328,192	\$289,300	\$611,550	1.1424	\$7,229,042	\$2,084,751
Employment	308	10	23	1.1054	341	
Physicians, Dentists, other Health Professionals						
Output	\$104,742,584	\$8,159,971	\$22,200,819	1.2899	\$135,103,374	
Labor Income	\$54,293,052	\$2,620,074	\$5,258,554	1.1451	\$62,171,680	\$17,929,415
Employment	873	83	194	1.3177	1,150	
Ambulatory and Outpatient Health Care Services						
Output	\$23,564,402	\$2,599,601	\$3,025,528	1.2387	\$29,189,531	
Labor Income	\$7,003,393	\$865,598	\$726,875	1.2274	\$8,595,867	\$2,478,924
Employment	323	29	26	1.1701	378	
Hospitals						
Output	\$166,735,141	\$21,049,478	\$29,261,517	1.3017	\$217,046,136	
Labor Income	\$76,906,054	\$6,705,439	\$7,703,218	1.1874	\$91,314,711	\$26,333,845
Employment	1,185	206	255	1.3889	1,646	
Nursing and Residential Care Facilities						
Output	\$34,495,992	\$2,826,464	\$8,513,852	1.3287	\$45,836,308	
Labor Income	\$23,662,898	\$915,257	\$2,263,143	1.1343	\$26,841,298	\$7,740,643
Employment	913	27	74	1.1111	1,015	
TOTAL						
Output	\$368,386,163	\$37,985,363	\$70,005,004	1.2931	\$476,376,530	
Labor Income	\$180,062,978	\$12,145,695	\$17,725,674	1.1659	\$209,934,347	\$60,542,036
Employment	3,979	375	611	1.2478	4,965	